

Acquisition Center for Support Services



ACSS Information Day
18 June 2012

**Paul Ortiz, Director
Acquisition Center for Support Services**

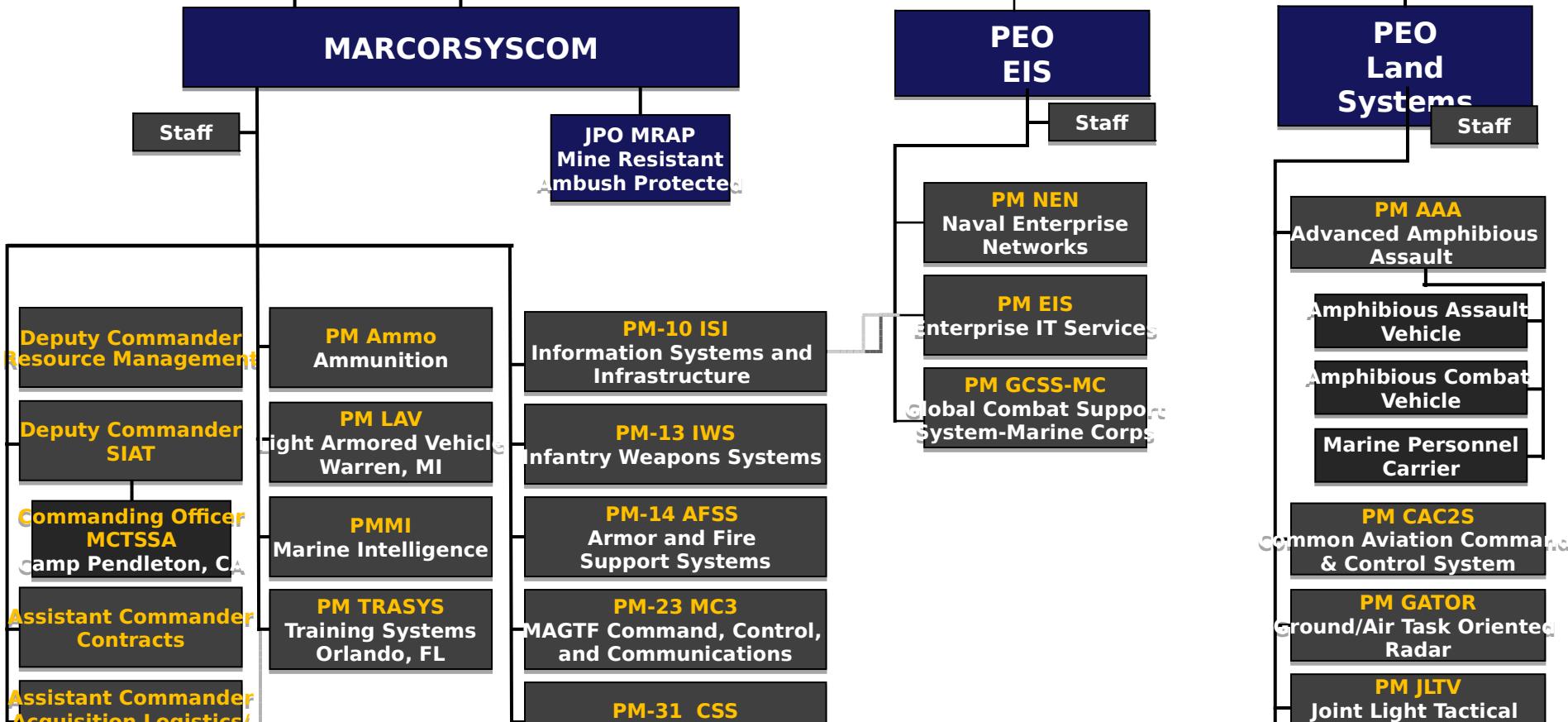


Agenda

- **Overview of the ACSS Program**
- **Acquisition Center for Support Services Role**
- **CEOss/2011/2012 Business Metrics**
- **Decision Memorandum April 2012**
- **Changing to SeaPort?**
- **Small Business Participation**
- **Recent QUESTIONS & ANSWERS**
- **Ground Rules**
- **Future Opportunities**
- **Frequently Asked Questions**

Commandant of the Marine Corps

Assistant Secretary of the Navy Research, Development & Acquisition



Assistant Secretary of the Army Research, Development & Acquisition

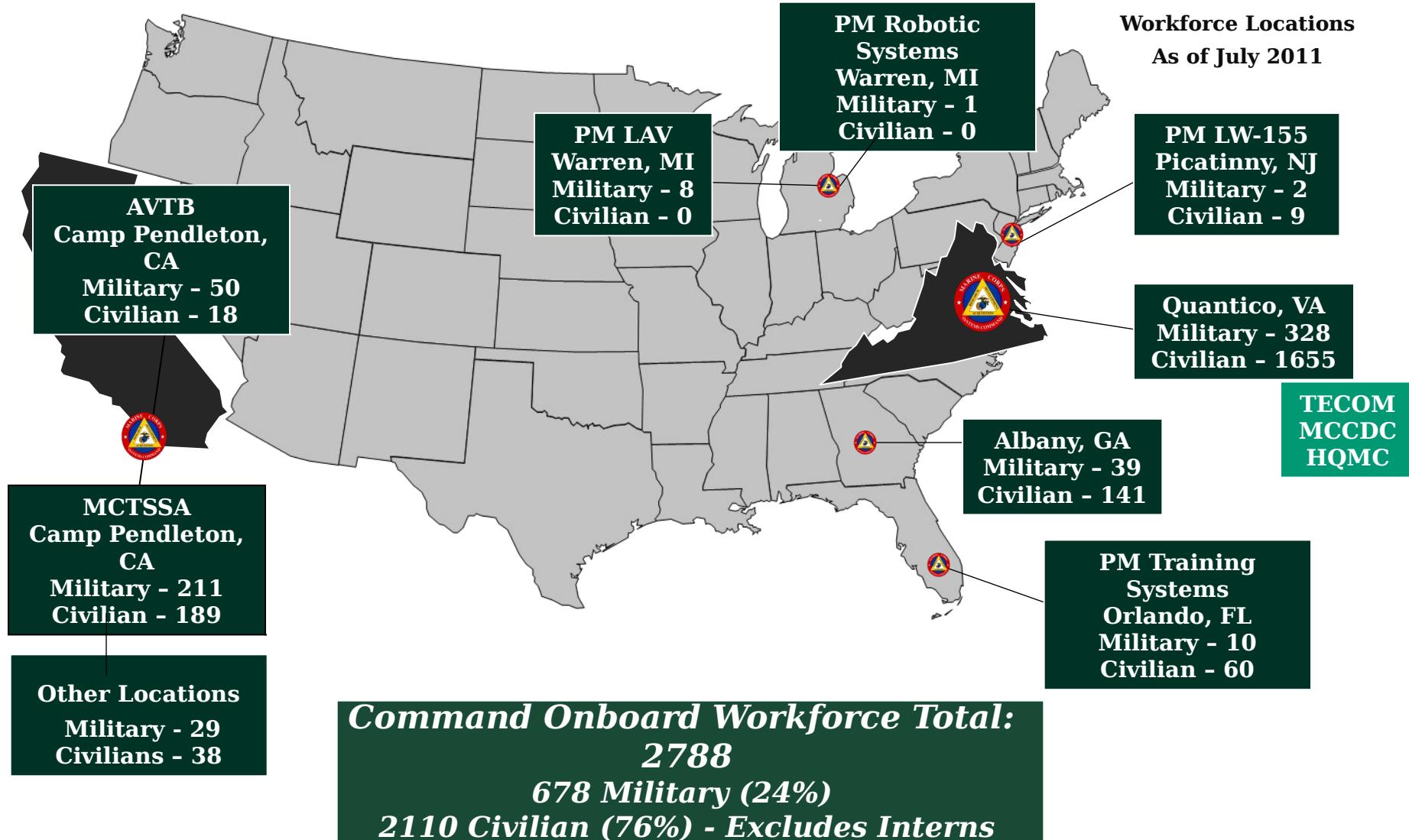
PEO Ground Systems

JPEO Chem/Bio Defense

PM RS
Robotic Systems

PM

Where Are They Located?

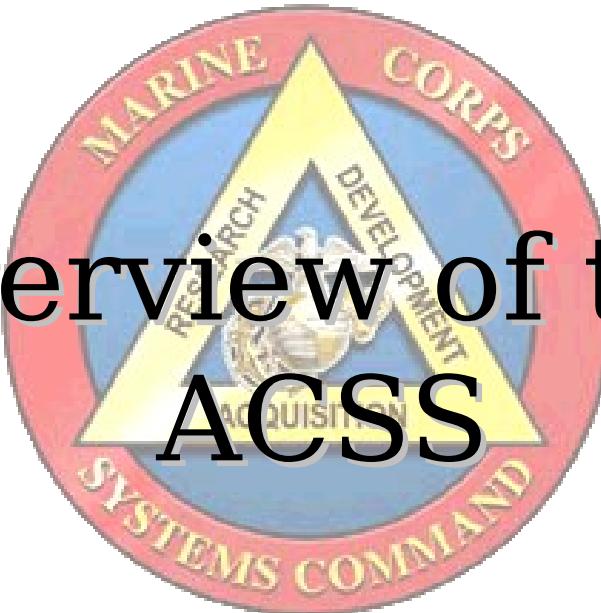


What Programs Are Supported?

MARCORDSYSCOM Develops, Fields & Sustains Weapon Systems & Equipment.



Overview of the ACSS



Acquisition Center for Support Services



Mission

To maintain the Acquisition Center for Support Services (ACSS) for centralized acquisition of technical and professional services for MARCORSYSCOM using a Service Center approach.

Acquisition Center for Support Services



Objectives

- Focus on the Command's Mission - Quality Services
- Emphasize ACSS's Business Model to meet Regulations and Policy Changes using SeaPort as the support tool
- Improve Support Service Costs and Performance
 - Maintain continuous process improvement of templates, processes, etc.
 - Provide timely & accurate communication to Vendors
 - Provide comprehensive/constructive contractor evaluations (i.e. CPARS)
 - Provide detailed documentation for PWSs' and RFQ's ⁸



Award Process

- Task Order Awards
 - Awarded against individual MAC's
 - Competitive RFQ using PWS
 - Best value with tradeoff source selections
 - Firm-fixed price Labor with cost-reimbursable Travel



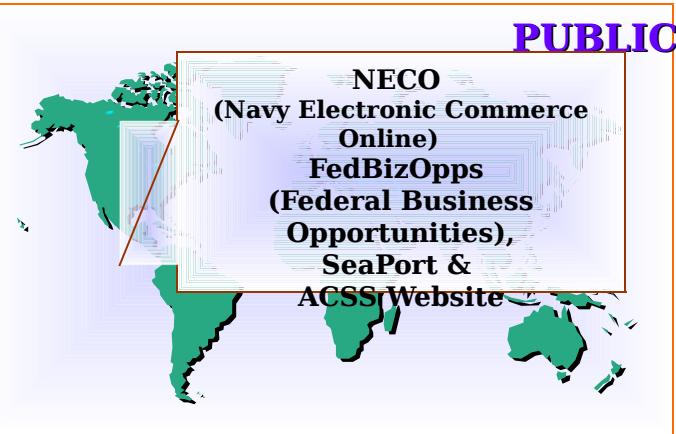
ACSS Interfaces

“Strategic Management of Support Services”

MARCORSYSCOM

Small Center of Excellence having **10 - 12 personnel**
(PM/Contracts)

PG / PM Sponsors initiate Task Orders through ACSS Personnel



SeaPort ACSS Office

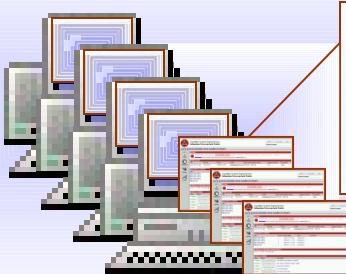
2500 Prime Vendors
Ends on **19 Sept 2012**



Includes Small Business

ACSS Office Manages the Business Interface and Task Order Processing Mechanics via SeaPort

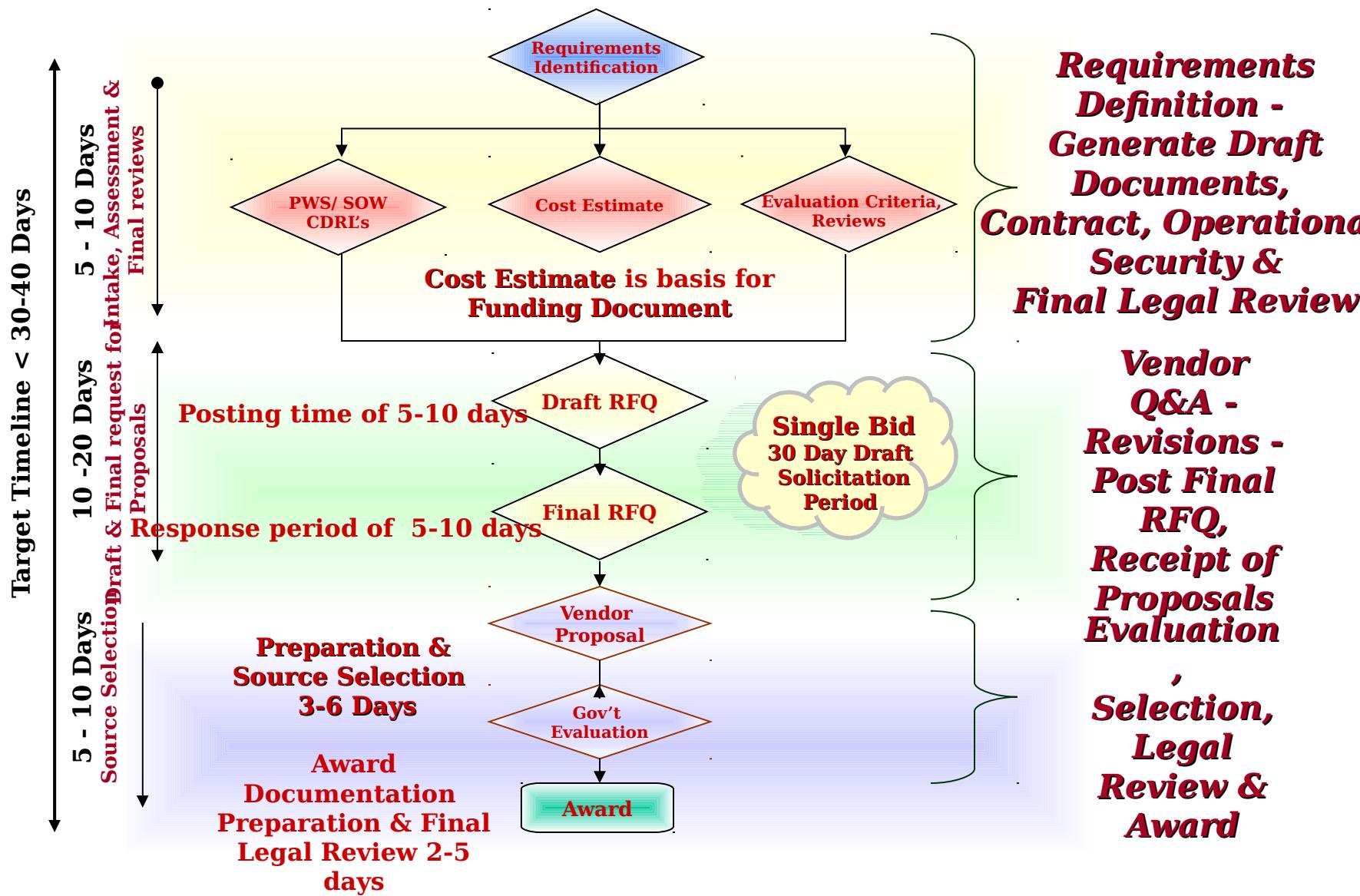
INDUSTRY



Prime SeaPort Vendors Propose on Task Orders issued Within Geographical & Functional Area Primarily **ZONE 2**

OLD ACSS Customer Process Model

Expedited Award Process



2011 Business Metrics



FY 2011 CEOss Vendors by Domain

ES



QinetiQ

TASC

SAIC
From Science to Solutions

CACI
EVER VIGILANT

BAE SYSTEMS

JACOBS™

dcS
corp

Camber

Customer Focused, Employee Driven

GENERAL DYNAMICS
Information Technology

SE

Battelle
The Business of Innovation



STANLEY
COMMITMENT INTEGRITY RESULTS

Technology Associates
International Corporation

CSC

SURVICE
ENGINEERING COMPANY

RNB
Technologies, Inc.

mtcsc®

AI

Thomas Associates Inc

Integrated Design Innovative Solutions



LOGIS
TECH

KRATOS™
DTI ASSOCIATES, INC.

LOCKHEED MARTIN
We never forget who we're working for™

L3
communications

URS

THE
COLUMBIA
GROUP



ITT

BA



serco

MCR

Critical Thinking.
Solutions Delivered.

TECOLOTE
RESEARCH, INC.

KALMAN
Kalman & Company, Inc.



Booz | Allen | Hamilton



FY11 Domain Players

Specialty Engineering

- **FY11 Base:** 9 Prime Awards
- **Awards:** 37 TO's / ~\$50 M
- **Avg. No. Teammates per Prime:** 23
- **Primes:** AT&T, Battelle, CSC, MTCSC, RNB,

Stanley, Service, TAIC, TSC

Business & Analytical

- **FY11 Base:** 6 Prime Awards
- **Awards:** 45 TO's / ~\$42.1 M
- **Avg. No. Teammates per Prime:** 24
- **Primes:** BAH, Flatter, Kalman, MCR, Serco, Tecolote

Engineering & Scientific

- **FY11 Base:** 10 Prime Awards
- **Awards:** 56 TO's / ~\$124 M
- **Avg. No. Teammates per Prime:** 26
- **Primes:** BAE, CACI, Camber, Centurum, GDIT, Jacobs, QinetiQ, SAIC, TASCI

Acquisition, Logistics & Admin.

- **FY11 Base:** 9 Prime Awards
- **Awards:** 43 TO's / ~\$121.4M
- **Avg. No. Teammates per Prime:** 29
- **Primes:** TCG, CTC, DTI, EDO, INS/LM, L-3, Logis-Tech,

FY 2011 - 34 Prime Vendors/Over 350 Participating Firms



FY11 CEOss Performance

2002-
2012
\$3.2 bil

CEOss FY11 Performance Report

FY11 Modification Order Value

\$111,894,6
98
\$338,196,5
57
\$450,091,2
54

FY11 New Task Order Value

FY11 Amount Awarded to Date:

Domain Task
Orders

FY11 to
Date:

Award Value

ALA - 63

\$121,430,4
57

BA - 45

\$42,196,46
7

ES - 56

\$124,190,2
90

SE - 37

\$50,379,34
3

Total TO's for FY11:

201
49%
29

Avg. Percent of Competition: average of 4 per Task Order

Avg. Days in Queue:

\$98.29

FY11 Weighted Avg. Hourly Rate:

ALA -\$90.50

BA - \$106.18

ES - \$95.57

**2012
55 days**

**June 2012
80+ days**

Data as of 9Nov 11

ALA	MKI	\$0	
	Prosol*	\$0	
	DTI	\$159,156	
	Thomas*	\$834,012	
	Logis Tech*	\$3,544,081	
	TCG	\$4,433,952	
	CTC	\$8,237,211	
	EDO	\$14,224,276	10
	INS/LM	\$18,248,944	8
	URS	\$21,472,079	5
	L3	\$50,276,747	1
	MCR Fed	\$0	
BA	Flatter	\$4,045,384	
	Tecolote	\$4,910,168	
	BAH	\$5,094,736	
	Serco	\$7,718,094	
	KALMAN	\$20,428,085	6
	CACI	\$0	
ES	Camber	\$0	
	Centurum	\$1,034,996	
	DCS	\$2,355,217	
	SAIC	\$3,072,748	
	BAE	\$3,188,882	
	TASC	\$18,425,875	7
	GDIT	\$22,034,611	4
	Jacobs	\$26,472,969	3
	OSEC (QNA)	\$47,604,992	2
	AOT	\$0	
SE	MTCSC	\$0	
	SURVICE	\$0	
	Unitech	\$1,044,284	
	RNB*	\$1,376,053	
	Battelle	\$2,239,631	
	Stanley	\$5,064,183	
	TAIC	\$6,221,267	
	TSC	\$7,266,769	
	CSC	\$11,192,278	
	AT&T	\$15,974,878	9
		\$338,196,557	



FY 2011 Awards by Domain

FY 2012 Awards by Domain

FY20 12			
Rank	Domain	Vendor	Total Awd \$
1	ALA	URS	\$23.4M
2	SE	CSC	\$16M
3	ALA	LMCO/INS	\$11M
4	SE	ATT&T	\$10M
5	ALA	L-3	\$8M
6	ES	GDIT	\$7M
7	ES	QNA	\$6M
8	ES	BAE	\$5.5M
		TECOLOT	
9	BA	E	\$4.5M
10	ES	TASC	\$3.3M

A Brief History of Support Services



Prior to 1997

CPFF contracts developed around individual PM office requirements

1997-2002
Single award FFP IDIQ contracts that integrated common functional disciplines

2002-2014

CEOss – FFP multiple award GSA based contracts with services grouped into functional domains

2012-Present

SeaPort – SYSCOM WEB Based Enterprise solution to acquire Engineering, Financial, and Program Management support services, FFP

Decision Memorandum





UNITED STATES MARINE CORPS
MARINE CORPS SYSTEMS COMMAND
2200 LESTER ST
QUANTICO, VIRGINIA 22134-6050

IN REPLY REFER TO:

1000
CMDR
27 Apr 12

DECISION MEMORANDUM

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

Ref: (a) CEOss-SEAPORT Decision Meeting of 23 Apr 12

1. In consideration of the results of the trade-off analysis presented to me during the referenced meeting, I have determined that it is in the Marine Corps Systems Command's (MARCORSYSCOM) best interests to transition our services acquisition buying vehicle from that of the Commercial Enterprise Omnibus Support Services (CEOss) acquisition model to that of the Department of the Navy SEAPORT model.

2. The CEOss acquisition model, introduced in MARCORSYSCOM nearly 10 years ago, has served the Command well in the critical area of support services acquisition. Since its inception, the Acquisition Center for Support Services (ACSS), using the CEOss model, has awarded over \$3.1B in contracts that have provided vital services to our program managers and other command elements. In parallel with our introduction and use of CEOss, the Department of the Navy also developed and is using a similar sourcing model known as SEAPORT. SEAPORT has now evolved into a powerful services acquisition tool that offers many advantages over CEOss. It is a buying vehicle that is open and available to all Department of the Navy Systems Commands.

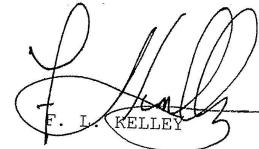
3. During the referenced decision meeting, I was presented with a detailed, side-by-side comparison of the features of CEOss and SEAPORT. What is clear from that trade-off study is that SEAPORT is equal to or better than CEOss in terms of the ability of its e-commerce tools and underlying contract instruments to provide the full range of support services this Command requires. In addition, the costs to the Marine Corps to use the SEAPORT contract vehicles are minimal, whereas CEOss has considerable costs of ownership for the Command. These are costs we can no longer continue to bear when there is a much less costly and equally capable alternative available to us. In addition, the ACSS Team, free from the burden of awarding and administering dozens of CEOss BPAs, will be able to fully focus on customer support for our PEOs, PMs and competencies. It is

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

also noted that the vast majority of our current CEOss suppliers, along with hundreds of other companies across our region, have SEAPORT contracts providing us with a highly competitive environment in which to acquire contract support services.

4. Accordingly, during July 2012, we will begin a transition from our current use of CEOss basic purchase agreements to using task orders placed against SEAPORT contract vehicles. This transition will be seamless, well planned and carefully executed so as to ensure there is no interruption in the support services required by our supported PEOs, our PMs and other command organizations. Our ACSS Team will continue to provide a strategic sourcing customer service center for the command and our affiliated PEOs, and will also provide overall management of this important effort.

5. In the coming weeks, the ACSS and Assistant Commander for Contracts will be providing our Command, our external stakeholders and our current CEOss suppliers with detailed information regarding the transition plan.



F. L. KELLEY

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SeaPort Overview 2012

ACSS Changing Support Tool from EP2 to SeaPort



**“It is not the strongest
of the species that
survive, nor the most
intelligent, but the one
most responsive to
change”**

~Charles Darwin~



What Is SeaPort?

- SeaPort is a Set of Multiple Award Contracts:
 - Navy's Virtual SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services
 - SeaPort Navy service procurement vehicle:
 - 2,540 prime contractors (83% small business) with a basic IDIQ MAC in SeaPort
 - Competitive Task Orders - Fair Opportunity (FAR 16.505)
 - Competed in one of seven geographic zones based upon principal place of performance
- SeaPort is a Web-Based Portal:
 - Provides a means for electronically competing & awarding Task Order solicitations
 - Facilitates the acquisition and management of services



SeaPort Evolution

Category	SeaPort Original (2001 - 2004)	SeaPort (2004-2005)	VS SeaPort (2005-Present)
Portal Components	“Buy” site for Gov’t, “Sell” site for Industry	Same	Same
Program Website	Yes – www.seaport.navy.mil	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	All Navy Virtual SYSCOM
# of Ordering Offices	1	24	118
# of Prime MACs	21	151	2,540
# of Functional Service Areas	4	21	22
SB Consideration?	No	Yes	Yes, incl. HUB Zone, SDVOSB
Task Order’s Competed Nationally?	Yes	No	No

Data as of 4 Aug 2011



Rolling Admissions

- Basic MAC clause H.8 allows for additional IDIQ prime contract awards
- Rolling Admissions procurements conducted by NSWC Dahlgren
 - MACs administered by the PCO at NSWC Dahlgren
- Rolling Admissions procurements provide:
 - Contractors with the ability to obtain SeaPort prime contract
 - Existing SeaPort vendors with the ability to expand into additional zones
 - The ability to include new ordering activities under the contract
- The most recent Rolling Admissions were awarded in June 2011, adding an additional **340 companies and 199 8(a) companies, respectively**
- The next Rolling Admission began in April 2012, with awards expected in late June

http://www.seaport.navy.mil/default.aspx - Microsoft Internet Explorer provided by NMCI

File Edit View Favorites Tools Help Links Personal Work Yahoo! Customize Links

https://www.seaport.navy.mil/ SeaPort TOMS http://www.seaport.navy.mil/

SeaPort

Harnessing Power, Navigating Change . . .
Take The Helm for professional service solutions

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SeaPort

- Rolling Admissions
- MAC Scope
- Partners
- Success/News
- FAQ
- Recognition

SeaPort-e is the Navy's electronic platform for acquiring support services in 22 functional areas including Engineering, Financial Management, and Program Management. The Navy Systems Commands (NAVAIR, SPAWAR, NAVFAC, and NAVSUP), the Office of Naval Research, the United States Marine Corps, and the Defense Threat Reduction Agency (DTRA) compete their service requirements amongst 1800+ SeaPort-e IDIQ multiple award contract holders. The SeaPort-e portal provides a standardized, efficient means of soliciting offers from amongst the diverse population of large and small businesses and their approved team members. All task orders are competitively solicited, awarded and managed using the SeaPort-e platform. Since nearly 85% of its contract-holders are small businesses, the SeaPort-e approach to acquiring services provides opportunity that fuels the Nation's engine of job growth.

Simply stated, SeaPort-e provides an efficient and effective means of contracting for professional support services and enhancing small business participation. I encourage you to navigate through this website to learn more about SeaPort-e and our industry partners. The Navy conducts rolling admissions to allow new industry partners the opportunity to participate. Updates to the [Rolling Admissions](#) schedule are posted on this website.

As members of the Navy team, we are professional sailors and civilians - a diverse and agile force exemplifying the highest standards of service to our Nation, at home and abroad, at sea and ashore. With SeaPort-e, you too can join our team of dedicated professionals committed to our Nation's Navy.

Elliott B. Branch
Director of Contracts
Naval Sea Systems Command

Quick Links

- Navy Users: [Access Portal](#)
- First-Time Navy Users: [Request Account](#)
- Industry Users: [Access Vendor Portal](#)
- SeaPort-e Rolling Admissions [Access Industry Portal](#)
- Amendment Issued**
- More SeaPort-e Rolling Admissions Information
- SeaPort-e Team Additions
- Contacts

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Naval Sea Systems Command

SeaPort Internet
www.seaport.navy.mil/SeaPort/RollingAdmissio
n.aspx

https://auction.seaport.navy.mil/Bid/Login.aspx

Inbox - Microsoft Out... http://www.seaport... USMC ACS Enterprise... FW: C&A Branch Tea... Internet 100% 14:31



Rolling Admissions

- Annually, the Contracting Officer and the SeaPort council shall convene to review the performance of the SeaPort program in accordance with the Rolling Admissions clause
- The Rolling Admissions criteria are:
 - Quality of performance by each IDIQ holder
 - The number, value, and complexity of work assigned to each holder
 - Amount of competition achieved
 - Internal transaction cost for issuing each task order
 - The amount of small business participation
 - Revise scope of the Statement of Work and the ceiling amount
 - Additional Ordering Offices



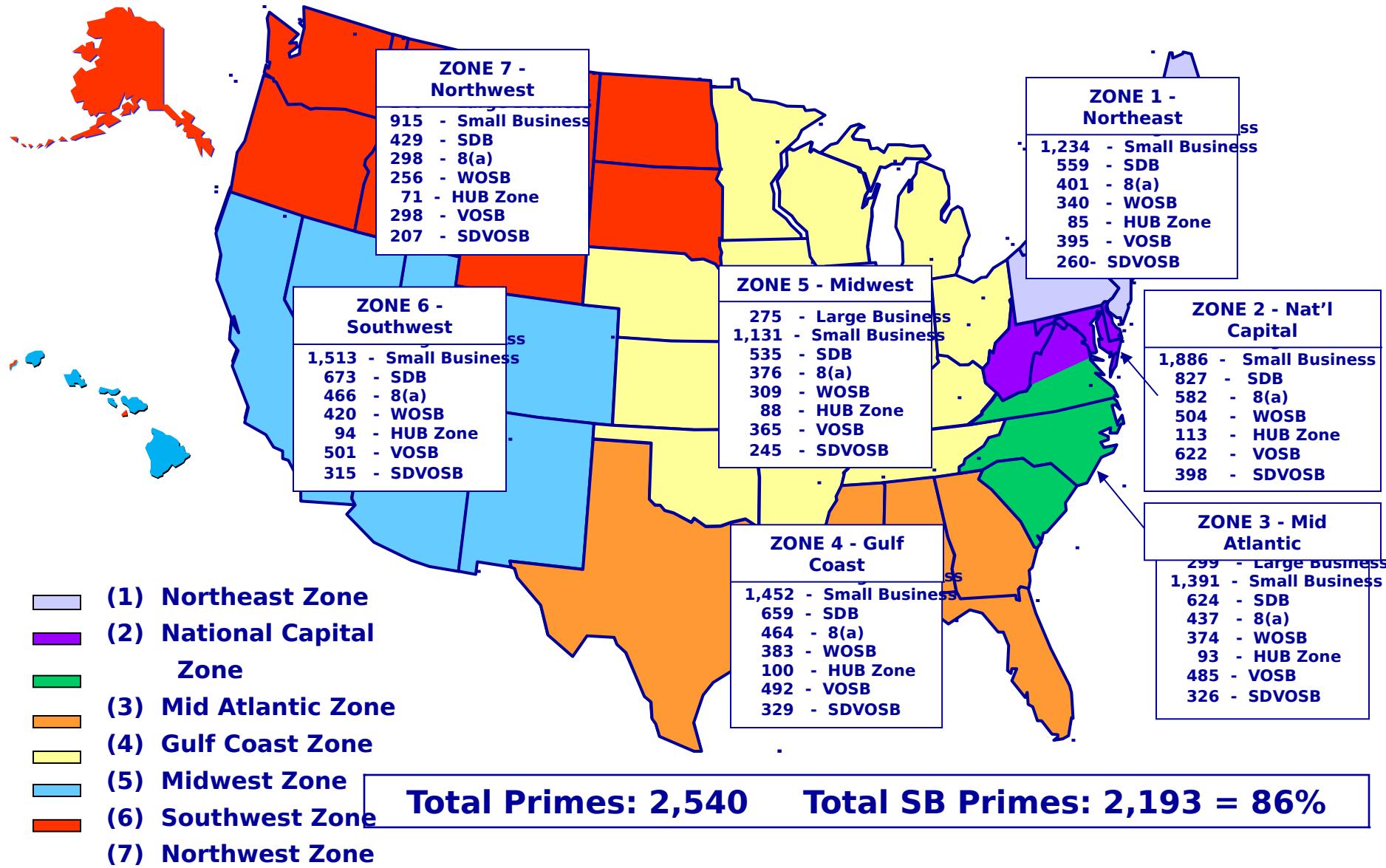
22 Functional SOW Areas

1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
6. Software Engineering, Development, Programming, and Network Support
7. Reliability, Maintainability, and Availability (RM&A) Support
8. Human Factors, Performance, and Usability Engineering Support
9. System Safety Engineering Support
10. Configuration Management (CM) Support
11. Quality Assurance (QA) Support
12. Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
13. Inactivation and Disposal Support
14. Interoperability, Test and Evaluation, Trials Support
15. Measurement Facilities, Range, and Instrumentation Support
16. Logistics Support
17. Supply and Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation and Checkout Support
20. Program Support
21. Functional and Administrative Support
22. Public Affairs and Multimedia Support

http://www.seaport.navy.mil/main/home/seaport-e_scope.html

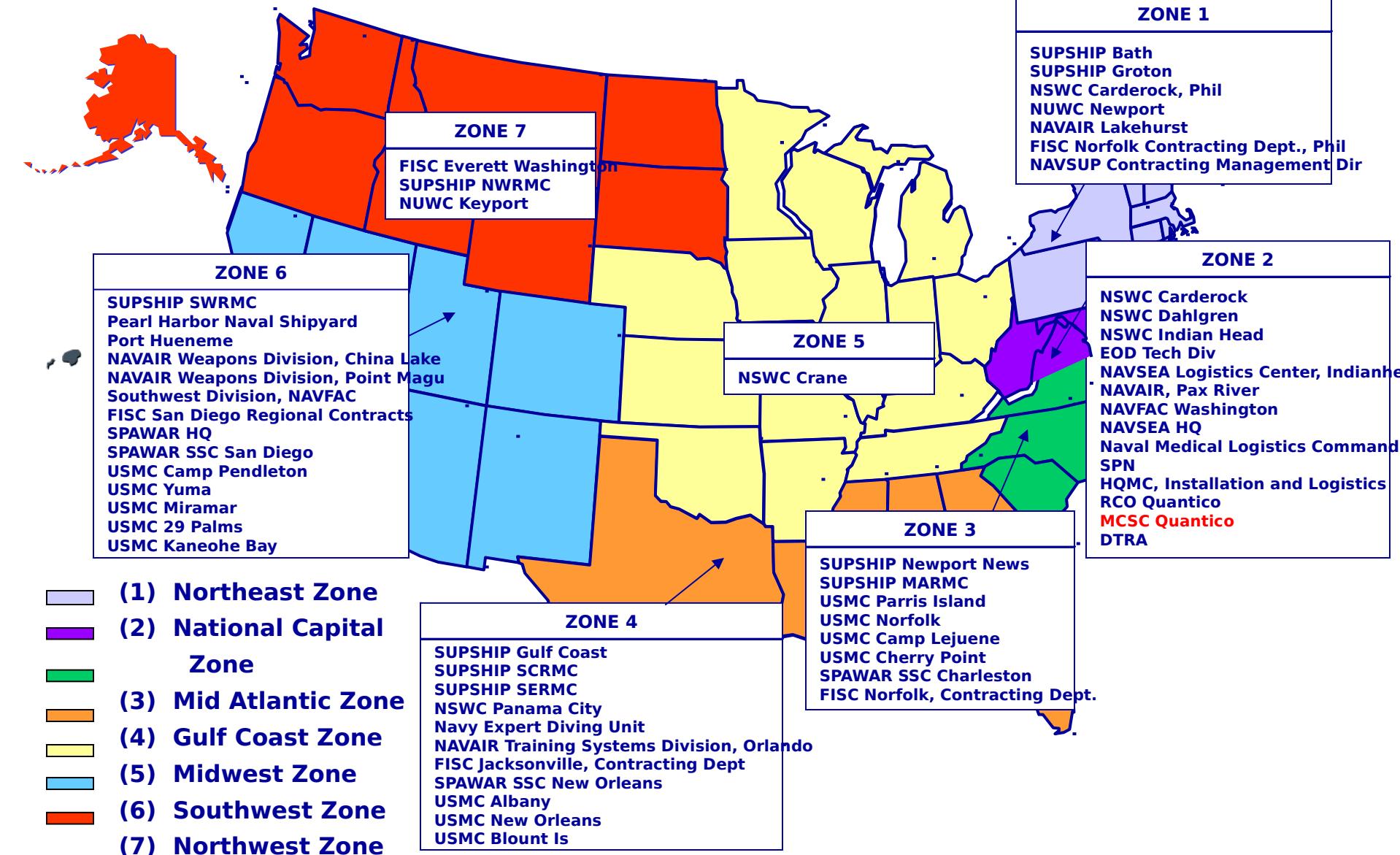


SeaPort Zones





SeaPort Zones





Programmatic Approach

- SeaPort Task Order Competition:
 - FAR Part 16 requires that each MAC holder be provided a Fair Opportunity to be considered for each order exceeding \$3,000
 - Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort (except minimum guarantee Orders)
 - SeaPort policy requires ALL Task Orders be competed
 - All MAC holders registered in a zone automatically receive notification of the release of all solicitations issued in that zone
 - All proposals are electronically submitted within the portal
 - All post award task order administration is conducted within the portal
 - Task Order period of performance cannot exceed 3 years in length



Program Benefits

- SeaPort streamlines the acquisition process via:
 - Flexible workflow & package administration
 - Electronic 1102 files for all procurement-related documentation
 - Ready-access to high-quality work samples & clause templates
 - Dashboard facilitates review of similar procurement efforts
 - Template library for solicitation preparation
 - Flexible Section B generation tools
 - CLIN/SLIN Entry Wizard
 - Timeline feature enables global period of performance updates
 - Vendor side portal integration
 - Ability to post advance notice of upcoming requirements to industry
 - Web-based Q&A
 - Automated task order award, including notification to unsuccessful offerors, along with posting of award documents to EDA



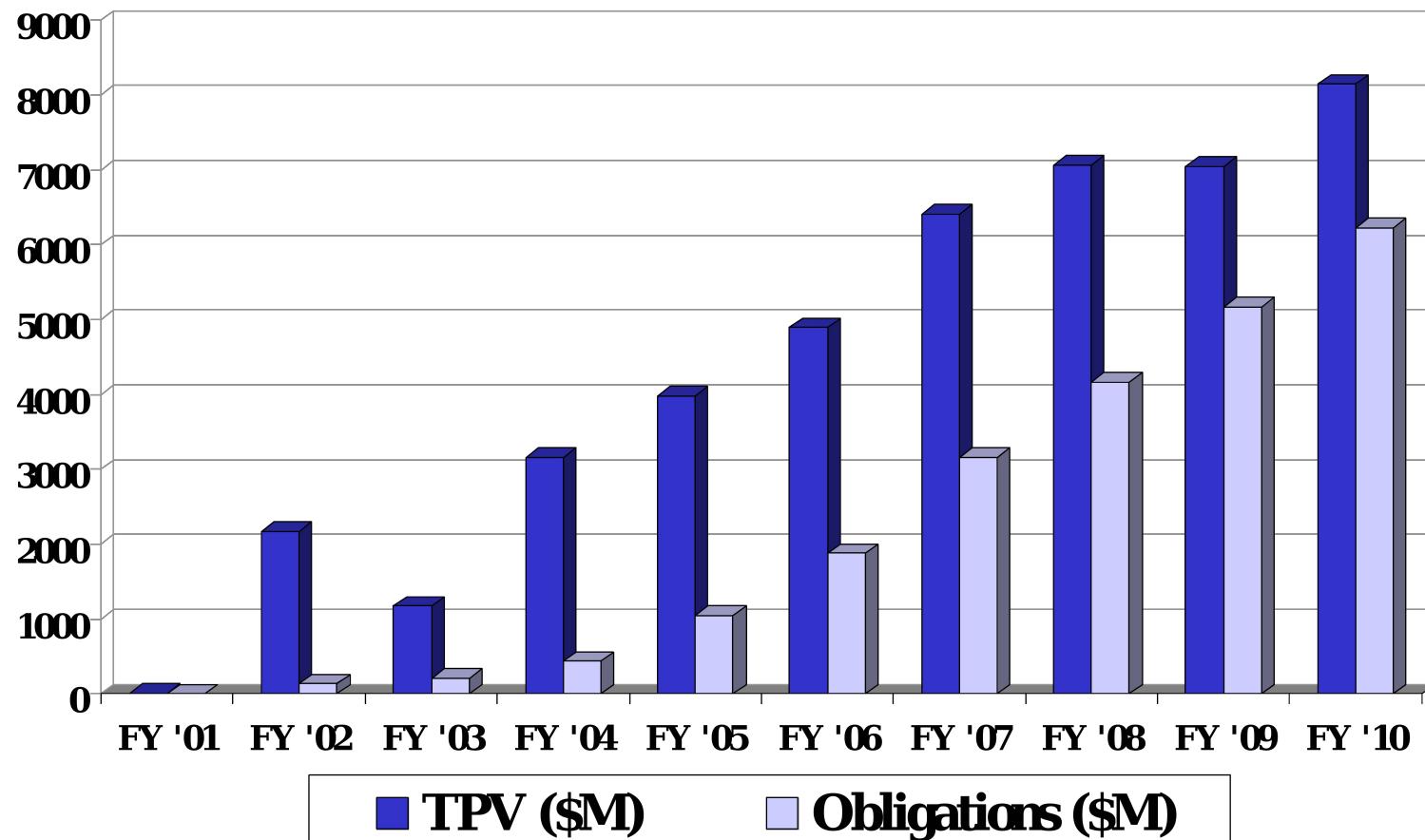
Program Benefits

- SeaPort improves service contract management via:
 - Competitive environment
 - Role-based management visibility into procurements
 - Oversight at Local, SYSCOM, and/or Enterprise level based on user role(s)
 - Ready-access to procurement history, Procurement Acquisition Lead Time, workload, etc.
 - On-demand Reports / Business Intelligence
 - Ability to assess procurement & program-level status & performance
 - Push or pull reporting platform
 - Provides foundation for achieving and reporting on small business goals & performance



SeaPort Program Results

Awards & Obligations Since Program Inception:



Note: Includes SeaPort-I (2001-2004) & SeaPort-e (2004 - Present) program results



SeaPort Program Results

SYSCOM Awards To Date:

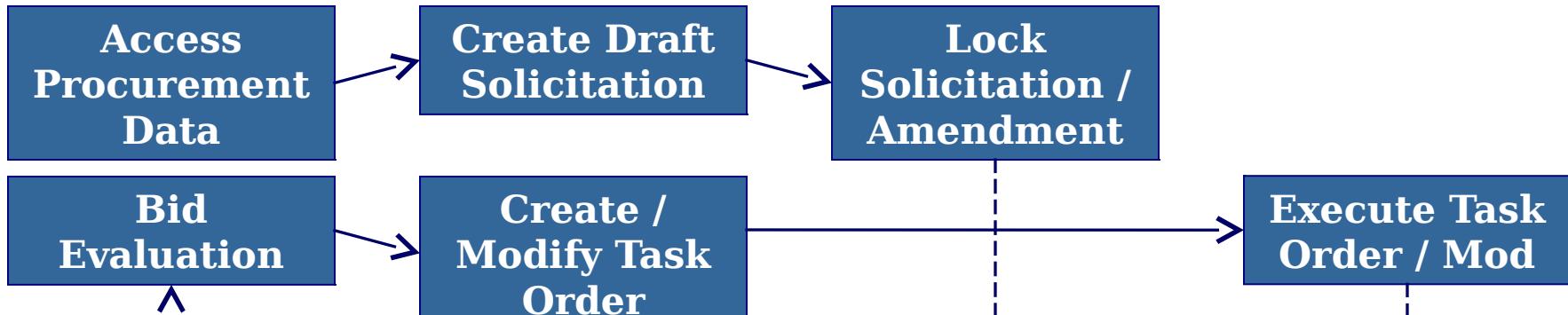
SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	232	5,345	\$6,477,251,293	\$3,466,619,525
NAVFAC	161	1,049	\$807,438,296	\$523,550,723
NAVSEA	1,541	37,413	\$31,970,063,374	\$17,829,619,293
NAVSUP	221	2,062	\$1,564,545,910	\$878,505,259
SPAWAR	401	6,436	\$6,668,919,364	\$3,854,215,007
SSP	1	20	\$36,786,701	\$30,134,278
USMC	61	414	\$423,386,998	\$214,987,307
ONR	12	83	\$138,125,549	\$32,868,330
MSC	1	3	\$115,400	\$115,400
Totals:	2,631	52,825	\$48,086,632,885	\$26,830,615,122

* *Note: As of August 9, 2011*

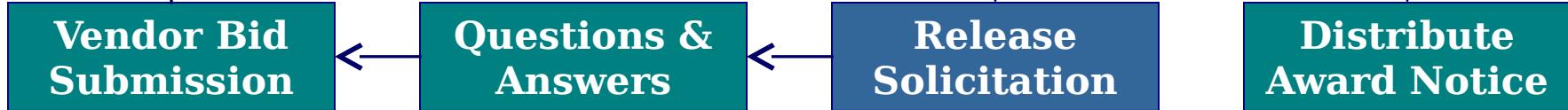


SeaPort Acquisition Lifecycle

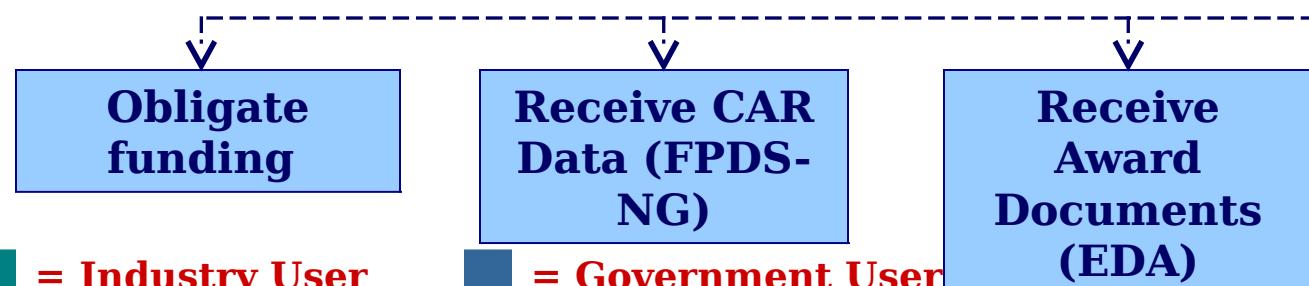
SeaPort Government Portal:



SeaPort Vendor Portal:

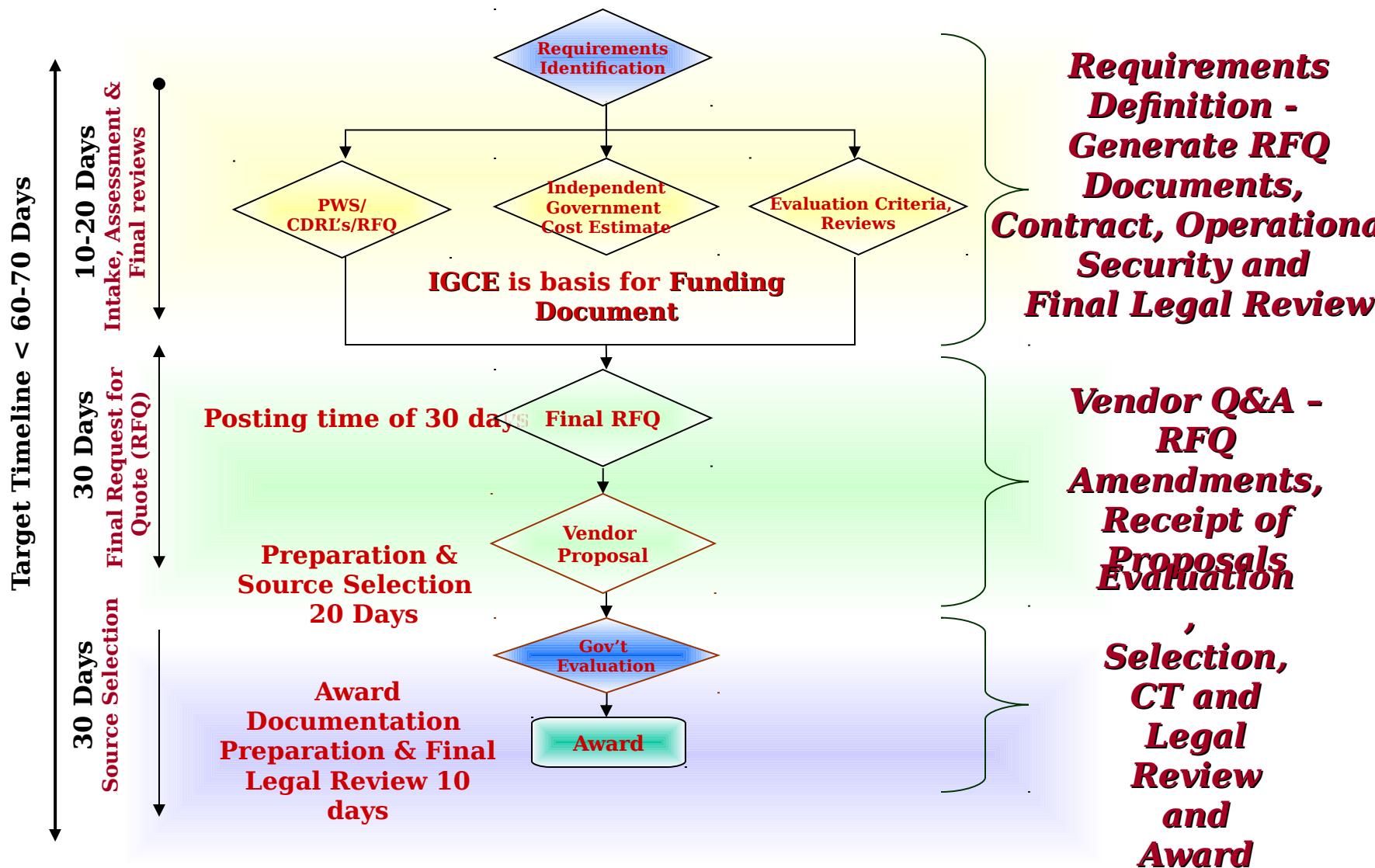


External System Interfaces:



Future ACSS Customer Process Model

Expedited Award Process



Small Business



Small Business SeaPort-E Participation

- Improved Small Business Participation
 - SeaPort-e Results:
 - Prime MAC awards: 2,193 of 2,540 (86%) (as of 16 July 2011)
 - Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 25%
 - Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 15%
 - Actual small business subcontracting reported by large businesses via the portal semi-annually



Small Business MCSC Participation

Total Small Business Eligible Actions FY11 - 6,475

**Total Small Business Eligible Dollars FY11 -
\$5,674,474,396**

Small Business Category	Actions	Dollars	Achievement Percentage	Target Percentage
Small Business	2,594	\$981,347,283	17.29%	15.00%
SDB	773	\$386,785,00	6.82%	4.90%
VOSB *	564	\$216,590,909	3.82%	0.00%
SDVOSB	225	\$76,743,119	1.35%	0.50%
WOSB	473	\$114,316,458	2.01%	2.25%
HUBZone	234	\$127,033,3		

*** The Command does not have a specific target for VOSB.**



Small Business MCSC Participation

MCSC Small Business Targets for FY 2012

Small Business Category	FY 2011 Achievement Percentage	FY 2012 Navy Approved MCSC Target Percentage
Small Business	17.29%	15.75%
SDB	4.90%	5.00%
VOSB *	3.81%	0.00%
SDVOSB	1.35%	0.75%
WOSB	2.01%	2.10%
HUBZone	2.24%	2.05%

* The Command does not have a specific target for VOSB.



Small Business Questions

Question: What are the ACSS goals for small business in SeaPort?

Answer: The ACSS Program Office and the Office of Small Business Programs within the Marine Corps Systems Command intend to review all knowledge based services requirements for small business participation in accordance with FAR 19.502-2(a) & (b).



Small Business Questions

Question: Will there still be a requirement for primes to put a certain amount of work aside for small businesses?

Answer: Yes, the Small Business Subcontracting Goal shall be 36.7% of the total prime contract value awarded to "other than small businesses"

**SDB 5 % of total subcontracted dollars
(Note to Primes: Ensure that your SDB goal exceeds 5%)**

WOSB 5 % of total subcontracted dollars



Small Business Questions

Question: Will the percentage of work to small business be counted in the future?

Answer: Yes, the percentage of work set aside to small businesses as prime contractors will be included in our FPDS-NG data that assists our reporting of small business achievement. The subcontracting to small business will be tracked within the eSRS database.



Small Business Questions

Question: In the future how will you determine the appropriateness for tasks to be Small Business set asides? When you get ready to evaluate them, will you have Dave Dawson and his team evaluate whether it should be a small business set aside or not?

Answer: Yes. Will be requiring market research and the DD2579 form to be completed by the Small Business Section within MCSC.

Question: In the past, small businesses were not afforded the opportunity to bid but the FAR says Small Businesses should be given the opportunity to compete.

Answer: Small business opportunities is one of many reasons why we are transitioning to SeaPort. SeaPort allows us to do all business with one vendor.



Small Business Questions

Question: What are the ACSS goals for small business in SeaPort? For 8a? Woman owned? Does participation rate disappear with this change? Currently there's a minimum bid requirement of 50% for large business, and 25% for small business. Answer: Yes

Small Business Category	FY 2011 Achievement Percentage	FY 2012 Navy Approved MCSC Target Percentage
Small Business	17.29%	15.75%
SDB	4.90%	5.00%
VOSB *	3.81%	0.00%
SDVOSB	1.35%	0.75%
WOSB	2.01%	2.10%
HUBZone	2.24%	2.05%

Recent Questions





Recent Questions

Question: What's the impact on CEOss task orders currently in source selection now; task orders or RFP's already in their final stages; and proposals that have already been turned in/submitted that are out there right now, will they get awarded in CEOss?

Answer: If the work will be awarded with a start of work prior to 30 June 2012, the effort will continue to be awarded in CEOss. But if the start of work will be after 30 June, the task will be competed in SeaPort. If it's in the final stages, it will take time to process a SeaPort task so it will stay in CEOss. Other tasks have been postponed on a case by case basis so that competition could be done in SeaPort.

Questions: What will happen with option years expiring in July/August 2012?

Answer: Valid option periods for existing CEOss tasks, will



Recent Questions

Question: Will awards and solicitations for MCSC continue to be posted in eP2 even if released under SeaPort?

Answer: No. eP2 will be phased out by 19 Sept 2012.

Question: Will there be any changes in PCO positions with the change to SeaPort?.

Answer: Sakeena Siddiqi and Stasia Baker, our the current PCO's, and will be the PCO's for our SeaPort efforts . The process we do in SeaPort will be extremely similar to the process utilized with CEOss. The main difference is the MAC process.

Questions: Talked about using SeaPort as the engine in place of CEOss, will the SeaPort KO make the award?

Answer: No, our ACSSS PCO's will make the awards. What ⁴⁸



Recent Questions

Question: Will CEOss rules that are unique to CEOss port over to SeaPort?

Answer: The Task Order process of CEOss and SeaPort is very similar in many ways. Many of our required forms and templates will be used, however we are currently adjusting several of the templates in order to appropriately apply to the SeaPort process. We have adjusted or used Section L and M, the Acquisition Strategy, and how the DD254 applies to each task order etc... SeaPort also has many good templates that we plan to assess.

Question: Gen Kelly's letter spoke about a transition plan?

Answer: We have a communication plan. The application of the plan is completed and utilized by the program office. The plan captures our goals, our communication efforts, objectives, strategies and potential challenges and



Recent Questions

Question: You mentioned SeaPort will control the MACs but will ACSS still control number of awardees in the domain? Will that decision still be made with you?

Answer: We don't get involved with the MACs. We will not have anything to do with identifying who will be a prime or who will be a sub. We will have our own source selection for the individual tasks. We run our award process as we think it is appropriate. We may not use all the tools and templates they have in SeaPort. We may grow into them but we are comfortable with our tools. We will still control our process.

Question: Are there any documentation requirements in SeaPort?

Answer: Yes, Note - documentation must be completed in MS 2003 or older. An update in SeaPort for accepting newer MS Office versions is coming but its not functional to date.



Recent Questions

Question: Will RCO Quantico be involved in this process?

Answer: No, RCO Quantico already utilize SeaPort. They have their own process and they will do SeaPort and whatever they need to do for there transaction. RCO Quantico will not be involved in MCSC ACSS tasks.

Question: Will MCCDC and TECOM efforts go to RCO Quantico?

Answer: Yes and no, we do about 30% non MARCORSYSCOM work! We are trying to transition that work back to where it belongs; RCO Quantico. We will not turn anyone away because we want to make sure the work is done but we are informing all that if their work has nothing to do with MARCORSYSCOM activities they need to utilize their proper HCA which would be their designated RCO. Since RCO cannot handle the workload we want to see what we can do. Leadership is still addressing the future challenge I.e.; A new NMCARS policy came out



Recent Questions

Question: Will all work have to come out of MARCORSYSCOM or will you allow PM's to put money on existing SeaPort vehicles? With SeaPort, you don't have to do your own contracts, you can put money on existing contracts. It's one of the benefits of SeaPort.

Answer: Our policy is that the work has to come through ACSS. If business is to be done outside of ACSS, there work will require a waiver, unless it's an Small Business 8A set aside.

Question: Will you eliminate due diligence entirely in the SeaPort model?

Answer: Yes, the question and answer process is incorporated in the SeaPort tool.

Question: Will you provide Metrics for small 52



Recent Questions

Question: Do you anticipate awards will be Firm Fixed Price (FFP) as they are with CEOss?

Answer: Yes. The awards will be FFP.

Question: You emphasized best value - want to be sure it's clear when you say best value, you don't mean always lowest price?

Answer: That is correct. Best value is not always the lowest priced. We have awarded a number of task orders that were best value and not the lowest priced. Keep in mind - in DOD, price is very important and remains "King", however BEST VALUE rules the day!

Question: Does ACSS plan on keeping the current award terms of 1 base +2 option periods?

Answer: Yes. ACSS awards will consist of 1 base year plus the



Recent Questions

Question: TOPR format - Will they remain the same or will they be structured consistent with Uniform Contract Format per FAR 15.204-1 (Table 15-1)?

Answer: Yes. They will comply with FAR 15.

Question: Will oral presentations be utilized for ACSS SeaPort solicitations?

Answer: Its not a specific requirement, however we have had them in the past and will continue to utilize oral presentation on an “as required” basis. We have had two in the past two years.

Question: Are the SeaPort NAICs determined by functional area?

Answer: No. SeaPort utilizes only one NAICS code - Engineering Services - 541330 (\$35.5 million size standard).



Recent Questions

Question: Is NECO the primary contracting medium?

Answer: No, holistically contracts uses NECO to communicate to the commercial world. We from time to time use NECO to communicate something that all the vendors need to have access to. For actions related to SeaPort - we will be using SeaPort as our overall tool which includes the announcement of task order opportunities..

Question: What is the anticipated timeline for contractors to respond to TOPRs released SeaPort?

Answer: 30 days is going to be our norm for contractors to provide proposals for ACSS TOPRs released in SeaPort.

Question: How will future CEOss work be solicited in SeaPort with respect to domains versus functional areas?



Recent Questions

Question: One of the advertised benefits of SeaPort is more competition which translates to more proposals, is the ACSS staff able to handle that increase in workload?

Answer: Yes. We understand the potential thus are prepared to respond. I don't know how many proposals we will receive. We are aware of the potential that we could receive several. According to NavSea there average number of proposals received per task order has been 3. CEOss has an average of 4. If we receive more, the selection process will take appropriate actions to deal with the increased number. We also recognize that there is limited amount of B&P funds within the corporate world so I'm sure vendors will decide wisely. We will keep track of the data and make appropriate adjustments as we determine the trends.

Question: Will there be Small Business set asides



Recent Questions

Question: Will all of your task orders come out in the local geographic zone or will they be spread out over the 7 geographic zones? If some of the requirement is at MCTSSA, will the work be posted in a different region/zone than the one that Quantico is in?

Answer: Yes. The preponderance of our support will be in Zone 2 – which is Northern Virginia. Additional information will be in our PWS instructions as needed.

Question: Will there be some restrictions on geographical locations for offices and things like that?

Answer: There will be restrictions on an as needed basis. All solicitations will be specified in the RFP.



Recent Questions

Question: What does an average competition rate of 49% (bid rate) have to do with SeaPort? Would this be better in CEOss vs. SeaPort section?

Answer: It has to do with the average bid rate. The prime vendors for CEOss had to compete on 50% of the tasks posted in their domain. There is NO bid rate in SeaPort.

Question: One thing that is different from SeaPort and prime subcontractor relationship from CEOss is that in SeaPort a vendor can be prime and subcontractor on several teams. Will there be any restriction on SeaPort primes teaming together to compete for work (similar to how CEOss primes within a domain cannot team to compete for work released in that



Recent Questions

Question: Recompetitions were almost always used for forecasting future work, which is an easy way to forecast, but new work is seldom forecast. In SeaPort, will future work be identified and will it actually be new work or the regurgitation of recompetitions?

Answer: We plan to do a better job of forecasting with SeaPort. In eP2, as a prime vendor in CEOss , you could see what was going on with expiring work but in SeaPort you don't have the opportunity. We do recognize that we need to provide better forecasting information to enhance competition and preparedness.



Recent Questions

Question: When you provide advance notification of future work, how will we get that information? Is that mechanism going to be email, ep2, the website?

Answer: NECO or the ACSS website, TBD. EP2 will be closed in Sept12.

Question: Will debriefs/feedback be provided? It's very important to the contractor to be able to do lessons learned.

Answer: Yes for debriefs. As for communication & feedback, I plan to hold an information session announced via NECO similar to this event once per 4-6 months, thereafter every 6 months. I anticipate something along the lines of a 10-15 slide brief presenting metrics, challenges, concerns, and lessons learned. We understand this is a change and we would like to step through this change in a collaborative way. Since there are over



Recent Questions

Question: Source Selection/Evaluation: You mentioned you will be out of the source selection business. Who will do source selections.

Answer: We will not be conducting Blanket Purchase Agreement source selection. The source selection for MACs will be the Navy's responsibility. Source selections for individual task orders will continue to be completed by MCSC/ACSS.

Question: How will the evaluation criteria be defined and proposal requirements change from those that have been standard on CEOss? (Technical approach, business strategy, use of labor, page count, past performance, supporting docs, etc.). Do you anticipate the continued use of Best Value selection criteria?

Answer: Yes. ACSS will continue to award tasks based on Best



Recent Questions

Question: Will travel and ODC expenditures under SeaPort continue to be pre-approved in eP2? If not, what is the new procedure/mechanism for pre-approval?

Answer: EP2 is being phased out. In SeaPort Travel and ODC's will be firm fixed price. For exceptions email will be used.

Question: Will invoices continue to be approved in eP2? If not, what is the new procedure/mechanism for invoicing and payment? *Answer: Invoices for non CEOss tasks will not be approved in eP2. eP2 is being phased out. CORs will be required to approve invoices in WAWF.*

Question: Under CEOss, there had been large TOPRs with industry days. Do you plan going into SeaPort using industry days/advanced planning notices? *Answer: Yes, however this is*



Recent Questions

Question: Regarding the engineering review, what is the nature of the review? Can you explain what you mean by the engineering waiver?

Answer: A SIAT waiver is used in the early stages of the PR preparation and it determines whether the work can and should be completed at a government facility. If it's determined that it can not - then it comes to ACSS. Any services work through MCSC must come through ACSS or require a waiver to go elsewhere.

Question: Can you talk about the affect of passing work to labs (SIAT engineering policy)?

Answer: Unfortunately I can't provide any confirmed information as to a direct cause and effect. I can say that we have less ES/SE work in 2011 than we did in 2010. The reduction was about 10-15%, however again I can't say that the

Basic Ground Rules





Administration

- Only the SeaPort Contracting Officer may make modifications to the SeaPort **MAC** or represent the Navy on its behalf in regards to these contracts
- Only the **ACSS PCO** may award task orders under ACSS SeaPort in Marine Corps System Command
- The SeaPort Contracting Officer shall monitor the MAC ceilings to ensure that task orders are not placed in excess of the ceiling



Subcontractor Teaming

- The NavSea SeaPort PCO is the only individual authorized to **add team members** to the SeaPort MACs
- Requests to add new team member(s) may be issued via the Vendor Portal
 - Only existing Prime Contractors may issue a teaming request
 - This can be accomplished at any time by clicking on the "Create Teaming Request" button found on the "Teaming" tab within the SeaPort Vendor Portal
 - This capability is available only to authenticated Vendor Portal users who have the "Vendor Admin" role



Security Concerns

- Facility clearances, if required, will be handled at the task order level, not at the basic IDIQ MAC contract level. The government ordering office, or cleared contractor in the case of subcontracting, is responsible for requesting the sponsorship letter from Defense Security Service (DSS) for new facility clearances.
- All classified task orders will require a facility security clearance issued by the DSS. The security classification and guidance of classified task orders will be specified in the Contract Security Classification Specification DD Form 254. The DD Form 254 will be prepared by the ordering activity and issued with the resulting task order.
- Unclassified task orders do not require a facility clearance issued by DSS, nor a DD Form 254.



Security Concerns (cont.)

- Contractor personnel shall be required to have a security clearance at the level required for each specific task order.
- The planned utilization of non-U.S. Citizens in task order performance must be identified by name and country of citizenship in the task order proposal. Foreign Nationals shall not be allowed access to classified or critical program information unless approved on a case by case basis by DSS.
- Since all SeaPort Task Order Solicitations are posted on the SeaPort Portal, Task Order Solicitations shall not contain any classified material. The Ordering Activity's Local Security Managers should be consulted if there is a question relating to security issues.

SeaPort Contact Information

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Questions

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Rolling Admissions

Way Ahead – Future Opportunities





The Economy



Past



Future



Work Forecast - ALA

TO	Vendor	Title	Org	Start	End	Award	Award Value
129	L3	Renewal: Renewal: IUID FSR Support	OFS	9/30/2011	9/29/2012	7/28/2011	\$4,212,246.00
103	URS	PM Intel Sensor Systems Biometrics Program Support	CINS	9/23/2011	9/22/2012	8/30/2011	\$685,366.00
113	L3	Renewal: Renewal: CCD Magazine Annual Support	CMC	1/28/2011	7/27/2012	1/10/2011	\$547,356.98
100	URS	Renewal: PM Fire Support Systems	AFSS	4/9/2011	7/8/2012	3/17/2011	\$8,370,831.00
121	L3	Renewal: PM Intel Annual Support	CINS	4/1/2011	6/1/2012	3/31/2011	\$5,071,505.32
112	L3	Renewal: Renewal: Range Support Services	TRASYS	1/16/2011	5/15/2012	12/23/2010	\$6,238,237.45
117	L3	Renewal: Renewal: AC LCL Support	AC LCL	3/2/2011	7/1/2012	2/11/2011	\$2,489,172.00
98	URS	Renewal: Renewal: TMDE GPT&TST and CTMS Annual	CESS	2/2/2011	5/1/2012	1/13/2011	\$3,066,008.00



Work Forecast - BA

TO	Vendor	Title	Org	Start	End	Days Left	Award	Award Value
106	BAH	Business Manager GTES, PM Engineers Support	GTES	10/1/2010	10/14/2012	170	8/31/2010	\$15,274,303.00
40	Serco	Renewal: GCSS-MC LCM OCM Support	GCSS	3/15/2011	3/14/2013	321	3/15/2011	\$791,843.64
33	Kalman	CBRN Support	MCCDC	1/26/2011	5/25/2012	28	1/24/2011	\$1,587,489.00



Work Forecast - ES

TO	Vendor	Title	Org	Start	End	Days Left	Award
94	QNA	Renewal: Renewal: GCSS-MC Release 1.2 Support	ISI	9/30/2011	9/29/2012	7/26/2011	\$3,994,241.44
58	GDIT	Renewal: Renewal: OPFOR IUID	OFS	9/28/2011	9/27/2012	7/28/2011	\$6,487,744.00
38	JACOBS	Renewal: Renewal: GTES Technologist Annual Support	GTES	9/21/2011	9/20/2012	7/27/2011	\$631,051.67
26	SAIC	Renewal: Renewal: Capabilities Based Assessment	MCCDC	9/14/2011	9/13/2012	7/25/2011	\$572,942.56
41	BAE	Renewal: Renewal: GCSS-MC PM Support for LIS	GCSS	9/14/2011	9/13/2012	7/29/2011	\$2,291,639.00
130	TASC	Renewal: Renewal: PM TRASYS IA Support	TRASYS	8/28/2011	8/27/2012	7/26/2011	\$1,540,349.66
37	JACOBS	Renewal: Renewal: PM TRASYS Culture and Language	TRASYS	7/24/2011	7/23/2012	7/8/2011	\$414,072.00
37	DCS	Renewal: Renewal: NECC Support -DISA	MC2I	7/17/2011	7/16/2012	7/15/2011	\$228,238.27
35	JACOBS	Renewal: Renewal: MT Fleet Support	GTES	1/5/2011	6/4/2012	12/15/2010	\$4,531,750.73
36	JACOBS	Renewal: Renewal: PM TRASYS Annual Support	TRASYS	3/5/2011	6/4/2012	3/1/2011	\$2,313,221.00
54	GDIT	Renewal: Renewal: MTVR/LVSR Support	GTES	1/5/2011	6/4/2012	1/4/2011	\$4,823,954.00
88	QNA	Renewal: TCS ES Support	CINS	4/5/2011	6/4/2012	4/1/2011	\$8,250,140.82

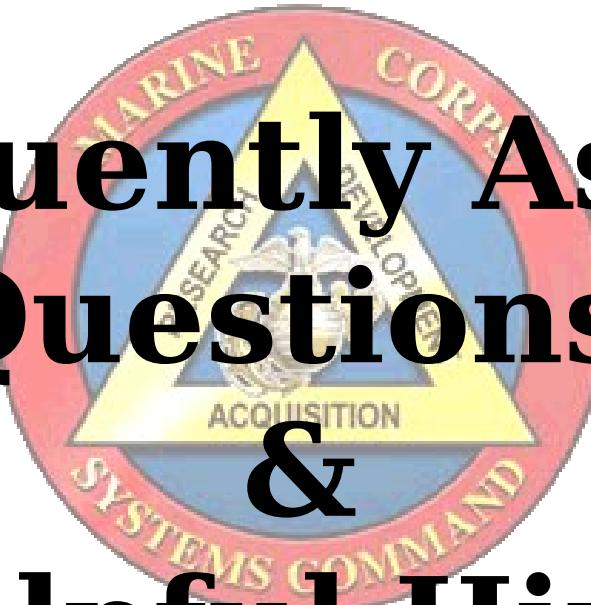


Work Forecast - SE

TO	Vendor	Title	Org	Start	End	Days Left	Award
44	AT&T	Renewal: Renewal: MARFORPAC SIPRNET Networking	ISI	9/28/2011	6/27/2012	7/26/2011	\$6,838,319.00
1	Service	Network Operations and Enterprise Services	ISI	6/6/2011	6/5/2012	4/11/2011	\$11,809,189.00
11	STANLEY	Renewal: MCNOSC NETWORK OPERATIONS (NETOPS)	MCNOSC	6/1/2011	5/31/2012	6/6/2011	\$5,364,570.68

- MCSC currently developing forecasting capability to assist in better contract, finance and program management. More to follow...**

Frequently Asked Questions & Helpful Hints





Helpful Hints and Reminders

- You want to get a SeaPort MAC, where do you start?
 - Visit www.seaport.navy.mil and wait for the next Rolling Admissions announcement in order to become a Prime
 - Follow the requirements of the Rolling Admission solicitation
 - Teaming Arrangements
 - You do not have to be a Prime MAC holder to receive SeaPort work
 - Become an approved team member with an existing Prime MAC holder and become a subcontractor



Helpful Hints and Reminders

- You have won a SeaPort MAC, now what?
 - Monitor Opportunities available in your Zone
 - Emails are sent to all corresponding Zone MAC holders of business opportunities.
 - Team with larger businesses or other incumbent small businesses to get a foot in the door.
 - Simply winning a MAC will not bring work to your business, you must get out there and compete at the Task Order level.
 - Develop a relationship with procuring activities
 - Learn who the Navy procuring activities Deputies for Small Business are and contact them. DSBs help determine small business set-aside percentages in requirements.
 - Navy Program Offices are the requirements developers. Send capabilities statements so program managers are aware that businesses other than large can do the work to encourage small business set asides.



Helpful Hints and Reminders

- Submit proposals in the Vendor Portal
 - Read the solicitation thoroughly, follow the requirements as a prime or subcontractor.
 - If in doubt about a requirement, ask the question in the portal during the Q&A timeframe.
- Be aware of amendments issued
 - The amendment removes any drafts and proposals that were submitted under the solicitation. Even if the amendment didn't cause you to alter your proposal submission, remember to reload your proposal. It is your responsibility to ensure all your information is received by the Government.
- Report any technical difficulties in uploading your proposal
 - This is an automated system. When the closing time arrives, late is late. Only the Contracting Officer can make the determination to accept a proposal outside of the portal. It is your responsibility to ensure you have enough time to upload your proposal and to report any technical downtimes with the vendor portal. 10 minutes before closing is not an adequate amount of time.



Frequently Asked Questions

Question: Will NSWC Dahlgren be the central contracting/process authority after Contract Award?

Answer: *Dahlgren is acting as the PCO on these multiple award contracts behalf of the Virtual SYSCOM. After Award, each Site will be the ordering authority and be responsible for the overall administration of the Task Orders they have Awarded. Bottom Line: Dahlgren will award the MACs, MCSC will award the individual task orders.*

Question: Can my company be on more than one Team as a Subcontractor?

Answer: *Yes, you may be on as many Teams as you think are appropriate. Only one Award as a Prime Contractor per Company will be made.*

Question: As a Small Business am I required to have experience in all technical disciplines of the SOW to qualify for Award?

Answer: *As a Small Business you need only demonstrate that you satisfy the requirements areas of the SOW to qualify as technically acceptable.*



Frequently Asked Questions

Question: How many contracts will be Awarded?

Answer: *The Government expects to Award multiple contracts. The exact number is unknown since it is impossible to predict the number of technically acceptable proposals received.*

Question: Will the Government limit the number of Awards?

Answer: *Although the objective is to broaden the scope and geography of the contractors available under Seaport e, the Government reserves the right to limit the number of Awards if it is determined that an adequate number of outstanding or good proposals that represent both Large and Small Businesses have been received.*

Question: What happens to existing contracts or options



Frequently Asked Questions

Question: What happens to existing contracts or options currently in place at the various Virtual SYSCOM Sites?

Answer: *At time of contract renewal or option exercise, the work will be evaluated to determine if the MAC's are the appropriate contractual vehicle.*